

# Shipping

## MANAGEMENT

Packing Transport Handling



At the Mennen Company Plant in Newark, N. J. gummed tape is used for sealing fibreboard boxes containing toiletries. See story, Page 5.

**JUNE 1952**



## How to Foil

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**THE RIGHT DISPENSER!** Cartons sealed by a NATIONAL TAY-PER can take it when "muscle men" toss them around in transit. Cartons are stronger because tape is evenly moistened — not too much, not too little, thanks to positive\* **AUTOMATIC MCISTENING CONTROL**. Containers stay sealed! Because a TAY-PER dispenses just the right length — *automatically*, you save on tape costs — up to 50%! Speeds "rush" shipments, too — just pull the handle, the machine does the rest.

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\*Endorsed by the Association of American Railroads and the Gummed Industries Association, Inc.



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## SHIPPING MANAGEMENT

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6/52

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## Packing

### A Punch..By S. H.

**S**PEAKING before the Fourth Institute, Industrial Transportation and Traffic Management, The American University, Washington, 1952, Edward F. Lacey, Executive Secretary of The National Industrial Traffic League, gave the following idealized version of The Traffic Manager:

"The life of a traffic man is crowded with problems awaiting solution. He must be resourceful, as well as energetic, so as to meet new situations constantly arising. Certainly, nothing is ever static in transportation. The executives of industries today are appreciating in larger measures than ever before the valuable services rendered by their traffic departments, and are looking to their traffic managers for greater efficiency and economy in the distribution of their products."

A traffic manager not only must direct the flow of traffic—both the raw material and the finished product—but must select the type of service best fitted to meet the situation. He also is a purchasing agent, because he is the purchaser of

(Continued on Page 21)

#### ON OUR COVER

In recent years, increasing labor and material costs have forced many companies to seek out every possible production economy, in order to maintain their position in a competitive market. Shipping rooms have come in for close scrutiny. Management has discovered that better planning, materials and equipment in this department can save considerable time and money.

Recognizing this trend, one manufacturer developed a new gummed tape for sealing cartons and parcels. The tape, called Blue Ribbon Superstandard, it is claimed, actually lowers shipping costs because it can be applied faster. It eliminates excess rubbing, double taping or a re-taping. One firm sweep of the packer's hands bonds this tape permanently with the carton.

The value of Blue Ribbon's performance was quickly recognized by users. For example, after testing Blue Ribbon in the shipping room of the Mennen Company, W. G. Mennen, Jr., Vice President, reports: "Blue Ribbon tape sticks fast and permanently. No packing time is wasted, because sealing operations are cut to a bare minimum. No battered, broken packages containing our products reach our customers. Truly, we believe this tape is the finest on the market."

Blue Ribbon tape is available plain or printed in a choice of widths, weights, lengths and colors.

MEN — METHODS — MATERIALS



JUNE, 1952

Vol. 17, No. 6

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#### SYLVAN HOFFMAN President

JOSEPH H. FRIEDMAN  
Editor

STANLEY R. KERMISH  
Vice-President  
W. L. NOELLE  
Western Manager

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General Manager  
E. B. MEYER  
Production Manager  
FRED FEDER  
Inquiry Manager

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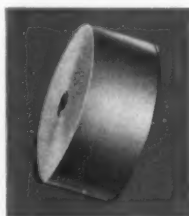
Every year millions of dollars and countless man-hours go down the drain because of damage "in transit" to cartons and to merchandise. In handling tons of freight daily, getting it to the proper destination on time, much current waste and loss of revenue can be traced directly to improper packaging. The resulting damage and claims lead to investigation and paper-work, requiring supporting statements and invoices—plus clerical and valuable administrative time. Trojan Imperial Gummed Tape made by The Gummed Products Company can save many of these shipping dollars!

A good many customers judge your company and your product by the appearance and condition of the packages you ship—and a freight

"packer" is only as good as the materials he uses. That's why thousands of companies, large and small, rely on Trojan Imperial, a stronger, better "standard" gummed tape made of top-quality Kraft paper and adhesive. It's a tough, flexible sealing tape that meets every requirement. For package-prestige, customer good-will and trouble-free service, get acquainted with the Paper Merchant in your community—the one who handles the Gummed Products line, and ask him for Trojan Imperial.

*For speed, safety, and economy—on hand or machine-sealing operations in your plant, order Trojan Imperial Standard gummed tape—every time!*

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# Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES

425 FOURTH AVENUE, NEW YORK 16, N. Y.

JUNE, 1952  
VOLUME 17  
NUMBER 5

## Industrial TM Views The TRANSPORTATION PICTURE

This is the conclusion of Mr. Harley's article on ways both carrier and shipper people can improve transportation, as begun in the May issue.

By JAS. W. HARLEY

Director of Traffic

United States Rubber Company

New York N. Y.



Jas. W. Harley

Mr. Harley, who has had long experience as Director of Traffic for U. S. Rubber Company, spoke before the Pacific Coast Transportation Advisory Board in Los Angeles this March. He has here presented the industrial traffic manager's view on solving three current important problems relating to transportation: how much government regulation shall there be, how shall competing forms of transportation reconcile their differences, what the traffic manager must do to help the carrier do a better and less expensive job.

### II

Another matter that has my deep interest is your committee on the simplification of tariffs. I have the honor of being on a similar committee of the national industrial traffic league. I am pleased to advise you that the latest report I have on this work is that the railroads have consented to set up a small committee of tariff experts to analyze these tariffs with a view to eliminating duplications and ultimately publishing tariffs that will enable us to check our rates more readily. Apparently the work of your committee and that of the national industrial traffic league on this important subject of simplification of tariffs has started to bear fruit.

I have not touched on the subject of the cost of transportation, but I know you realize that as transportation costs increase, greater care is exercised by

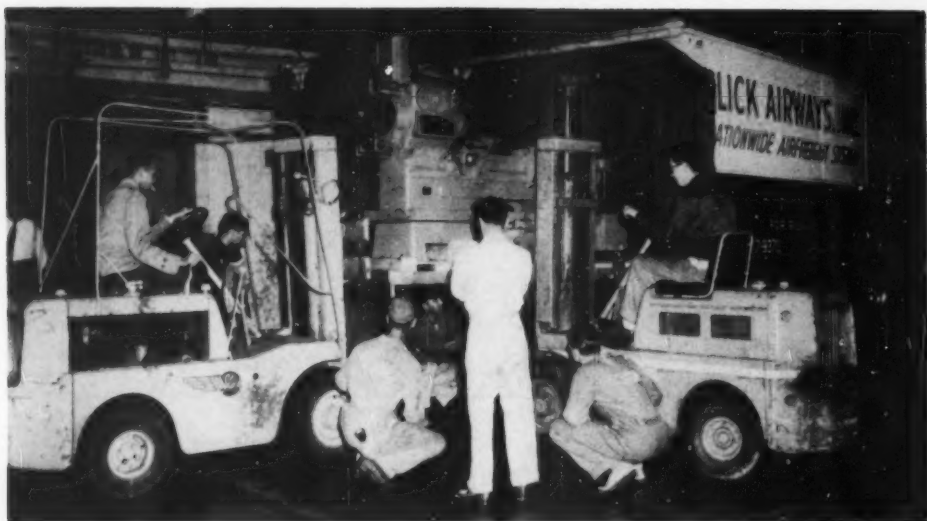
industry on this important item of expense. I know you are interested, as well as we, in keeping the cost within reason, realizing, of course, that you, as an industry, must have a profit in order to interest investment in your property. Also a profit is necessary in order to bring about imagination and genius in designing improvements and finally lead to more economical operations. It is certainly a fact that without the profit motive there is little hope of securing sufficient money to make the improvements necessary to improve service and effect economies. I am sure every fair-minded shipper recognizes this necessity, but, at the same time, every effort must be made to keep transportation costs within reasonable limits or we will be faced with further decentralization of industry which, in turn, affects your revenue.

### Clean Cars Duty of T. M.

All I have said heretofore has been what you can do. Now let us take a look at what the shipper can do to be of assistance to you. I believe every fair-minded industrial traffic manager should take every care to see that the cars returned to the railroad are in a clean condition. Cleaning debris left in cars is costing the railroads millions of dollars annually and is an additional expense that must, of necessity, be reflected in the rates we pay. I am informed the railroads clean approximately nine million cars each year at a cost of

(Continued on Page 26)

Excerpts from a talk entitled "Industrial Traffic Management's Interest in Transportation," given before the Pacific Coast Transportation Advisory Board at Los Angeles, March 14, 1952.



This 5,300 pound lathe was shipped by airfreight practically "uncrated", eliminating the need for 1,570 pounds of outer packing.

## Air Freighters Now Carry Heavy Machinery Economically

By M. C. WILKIN  
Vice President Sales  
Slick Airways

**I**N THE INFANT AIRFREIGHT INDUSTRY which during the past five years has been characterized by constant progress in improved service, increased capacity and more ready acceptance by business generally, we believe there is unfolding a new trend which will set the course for the next few years to come.

This new trend is the increased diversification of products moving by airfreight, centering primarily on the movement of heavy machinery, machine parts and related items hitherto considered too heavy and too expensive to move by airfreight.

A few years ago, in fact as recently as 1950, our Airfreight manifests which itemize each plane's load, reflected that most of our shipments consisted of flowers, fashion merchandise and emergency shut-down items for industry.

Today, if you could visit any one of the many airfreight stations across the country during the late

evening hours when the planes are being loaded, you would observe quite a different picture.

For example, let's take a typical DC-6A westbound flight out of Idlewild which leaves New York at 11:30 P.M., stops at Kansas City to unload and trans-load shipments destined for there and for Texas, and then touches down in Los Angeles at 8:00 A.M. the following morning.

Typical of such a flight, Flight 622, departs with a 25,000 to 30,000 pound load consisting of several hundred pounds of uncrated office machines, two or three uncrated lathes and grinding machines from Reid Brothers, Beverly, Massachusetts, several crates of steel rivets, a thousand or more pounds of automotive parts partially crated, garment bags containing several hundred dresses on hangars, electronic tubes, and a variety of phonograph records, pharmaceuticals, spark plugs, two aircraft engines on engine stands, uncrated





At left M. C. WILKIN

Mr. Wilkin has written the article on these pages in answer to the article on "Airfreight Today: As Seen By An Industrial TM" which appeared in our February, 1952 issue. Mr. Dominie contended that the airfreight industry was not yet ready to carry heavier types of goods economically. Mr. Wilkin's tells how his company has accomplished precisely this feat with heavy machinery

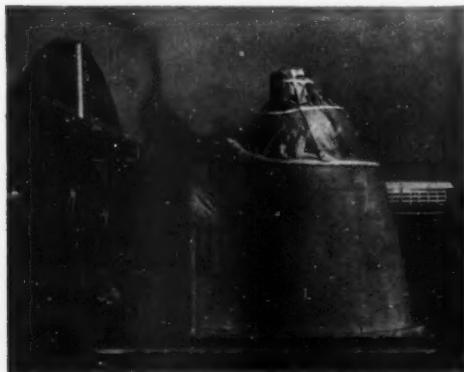
vending machines, uncrated Mass Spectrographs each weighing several hundred pounds and many more items too numerous to mention.

### Uncrated Shipments

You will note the frequent mention of uncrated shipments. During the past several months the increase in the number of uncrated shipments has far surpassed any other noticeable increases. It is not unusual for 20 to 30% of a flight to consist of uncrated machines or machine parts, and in our opinion, this is the beginning of a trend which will, during the next few years, see an increasing amount of airfreight moving without benefit of expensive crating.

So certain are we of this potential that a special department has been set up within our organization to work exclusively with shippers toward the elimination or at least the reduction of crating for shipments by air. Our slogan is REDUCE THE TARE . . . AND YOU'LL SAVE WITH AIR.

There are untold companies, shippers of heavy equipment, who are penalizing themselves the advantages of fast airfreight delivery, because it is too expensive (in their minds) while at the same time, they are spending more, yes, many times more, than the differential between surface and airfreight rates, on



The tail turret shown above, partially crated for shipment via airfreight, weighed 641 pounds, compared with the packaged weight of 1,531 pounds for surface delivery. Note use of gummed tape and steel strapping in preparing the turret for air shipment.

expensive crating and packaging which is required to withstand the bumping and rough handling of surface methods. In addition to the actual cost of lumber, labor, and other protective materials, these shippers are paying the transportation charge on the extra weight of this crating. In effect, they are paying transportation charges for shipping needless lumber all over the country.

The number of shippers who are recognizing the advantages of uncrated airfreight is increasing daily. For example, Producers Service Company of Burbank, California, manufacturers of 400 lb. optical printers used in the motion picture industry have recently started using airfreight.

Because of the delicate components, REA (Railway Express) has in the past, required that these machines be crated in extremely elaborate and heavy boxes weighing 150 lbs. and costing approximately \$150 each to build. After an analysis by our crating engineer, Slick now carries the same machines without any crating, provides overnight delivery to the East Coast (an important item since these machines are rented by the day, not sold) and the customer enjoys the following saving:

From Los Angeles to:	Crated weight 550 lbs. via Railway Express		Uncrated weight 400 lbs. via SLICK AIRFREIGHT	
	Crating		Crating Saving	
New York	\$93.83	+ \$150.00	\$78.44	+ NONE \$116.61
Chicago	74.91	+	58.60	+ NONE 166.31
Detroit	81.57	+	66.80	+ NONE 163.37
Wash., D. C.	89.87	+	80.40	+ NONE 159.47
Boston	95.81	+	84.00	+ NONE 161.81

In addition to the dollar saving, this shipper enjoys overnight delivery via air compared with 10 to 12 days to Eastern cities and 6-8 days to Mid Western cities via Rail Express. The machines rent from \$50 to \$100 per week, so the shipper has been able to increase the utilization of each machine, thereby increasing his revenue approximately \$50 to \$80 per machine per week.

Another example of even greater savings was a recent shipment of 67 aircraft turrets shipped from St. Louis to Burbank, California. A previous shipment of an identical quantity had been shipped via surface and the following comparison resulted.

When partially crated for shipment via air, each turret weighed 641 lbs. compared with 1,531 lbs. crated for surface delivery. The cost of this crating for airfreight amounted to \$126.39 per turret or \$8,468.13 for the 67 turrets. Via surface, the crating cost \$560.13 per turret or \$37,528.71 for the entire lot. In crating alone, the shipper saved \$29,060.58 by using airfreight. And in addition, the lighter shipment by airfreight involved only \$3,583.11 in transportation charges compared with the surface transportation charge of \$6,523.79, a difference of 940.68. On this one shipment alone, the shipper saved \$30,001.26 by using airfreight over surface methods.

And so it goes. We have example after example

(Continued on Page 27)

# GM's Scientific Packing Saves Millions of Dollars

**T**WENTY-FOUR MANUFACTURING divisions of General Motors in a joint display at the 21st A. M. A. National Packaging Exposition at Atlantic City this spring revealed how GM spent \$42,000,000 last year for packaging to protect its products.

The exhibit, in the ballroom of the municipal auditorium, was the most extensive automotive packaging display ever unveiled.

Key executives and technicians of the General Motors Corporation described significant methods, procedures, policies and techniques in use in a case study presentation of the complete GM packing program.

"General Motors plants received 42,600,000,000 pounds of material last year," said M. E. St. Aubin, director of the service section. "Throughout the manufacturing and packaging process this material was handled thirty to fifty times before it was shipped," he continued. "Our labor costs for materials handling is equivalent to thirteen per cent of the total net productive labor. In 1951, we used \$42,000,000 worth of packaging materials."

St. Aubin said GM packaging procedures had gradually evolved over a period of years. Military packaging demanded a more exacting and expansive operation, and it is realized then that savings might be made by extending the new concept into peacetime operations. With soaring labor and material costs in recent years, the activity has been constantly accelerated. So has the materials handling program.

Many of the packaging examples reflect maximum protection with minimum expenditure of material. For example, the Hyatt Bearings Division of GM showed a package of 3,200 pounds of roller bearings

securely contained in only 41 pounds of corrugated board, and mounted on a pallet of the same material. Similarly, Moraine Products Division packed 19,968 connecting rod bearings weighing 2,100 pounds in corrugated board on a non-returnable wood pallet, package weight only being 80 pounds.

One of the most elaborate packaging examples was a reusable steel container for shipping and storing jet aircraft engines, shown by the Allison Division. The container was air and water-tight and, packed with 12 pounds of a dehydrating agent and 5½ to 8 pounds dry air pressure, will protect a jet engine from rust indefinitely.

Cleveland Diesel Engine Division's commercial packaging has been accepted for export by the armed forces. It displayed, among other items, a camshaft on which six applications of protectants were built up by steps.

Another example of military packaging was by Inland Manufacturing Division, which palletized five sections of tank track for compact stacking.

Chevrolet showed tremendous savings in time, labor and shipping costs in the packaging of large sheet metal parts and replacement engines.

## Excelsior Pads on Car Bodies

Chevrolet was one of the first firms to use the excelsior pad wrap for body quarter panels, turret

The three photographs at right show, starting from the left, respectively, an expendable tank shock absorber pack, a reusable steel container for shipping and storing jet aircraft engines, and a Chevrolet turret top panel using excelsior pad wrap.

Delco products shipped the tank shock absorbers in corrugated board trays, on non-returnable wood pallets. The reusable steel container for jet aircraft engines was one of the big hits of the show. Used by Allison Division, the container is air and water-tight, providing rust protection indefinitely. Chevrolet has had immense savings since introduction of the excelsior pad wrap on its panel parts.



# Program Annually

At right: The Hyatt Bearings Division display as it looked at Atlantic City. In the center of the display can be seen a package of 3,200 pounds of roller bearings, securely contained in only 41 pounds of corrugated board, and mounted on an expendable pallet of the same material.

tops, doors and fenders for service use. On display were a body quarter panel, turret top and door, so wrapped. Panels and turret tops formerly were crated and doors were cartonized. In one year, the wrap saves Chevrolet, in the shipment of body quarter panels, 1,170,000 pounds and 197,000 cubic feet; in the shipments of turret tops, 672,000 pounds and 316,000 cubic feet.

The replacement engine shown by Chevrolet was on a pallet base with saddle, with a wire-bound wrap-around mat, with a hold-down piece which braced the engine in all directions. Attaching installation parts were enclosed in a carton inside the mat.

Oldsmobile and Pontiac also displayed large sheet metal items which were paper wrapped. Pontiac showed a bumper, spiral-wrapped in paper by a packaging machine, a method which it helped to develop. Pontiac's under-seat heater blower, with its many parts, represented compaction at its best. Harrison Radiator



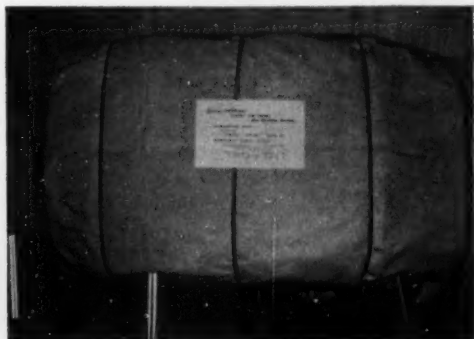
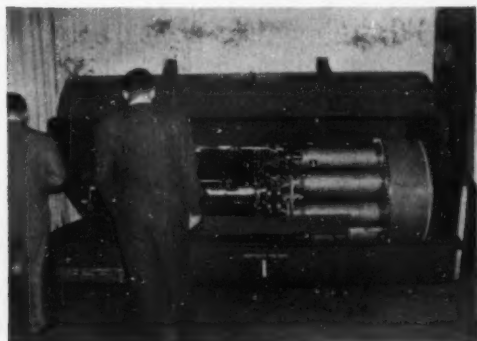
also achieved maximum compaction of its radiators and car heaters in corrugated board.

## Rust Prevention Study

The Electro-Motive Division, producer of Diesel locomotives, revealed the culmination of five years of study in rust prevention by showing a connecting rod, cylinder head, gear, armature coils and injector packed in solid fiber, protected from rust indefinitely by a vapor corrosion inhibitor.

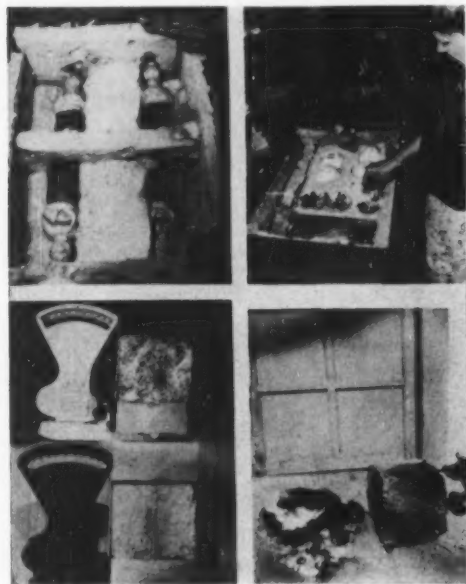
Several divisions demonstrated the use of round and square tubing of various materials, which is sliced laterally to accommodate items of various lengths. Hyatt Bearings used square corrugated tubing, and New Departure, plastic tubing to seal precision micro-instrument ball bearings. Delco-Remy and GMC Truck

*(Continued on Page 28)*



## Extremely Light Foam Is New Interior Packing

Savings in breakage and postage with supplementary benefits in reduced handling of claims and lower insurance costs, have resulted from the first large-scale commercial packaging use of phenolic foam by a mail order house. Developed at Bakelite Laboratories, foamed phenolic resin has been successfully adapted and tested in actual use as a packing material by the specialty mail order house of Miles Kimball Company, Oshkosh, Wis.



Above: Contrasting the use of the phenolic foam interior packing with other products in four different ways. See text for details.

About one-seventh the weight of loosely packed shredded paper—the equivalent to about one-tenth the weight of ordinary shredded newsprint—the phenolic foam combines extremely low density with the special advantages of flame resistance, ease and speed with which it can be produced and handled, high resilience, attractive appearance, and unusual thermal insulating properties. Pre-cut in slabs of convenient, one to two-inch thickness and hand cut to fill package space, the foam saves on over-all packing time, increases worker efficiency and lowers worker fatigue when packing heavy yet fragile items (top left photo).

Lightweight glassware, ceramics and similar breakable articles are kept from shifting and chipping each other by simply passing them into the slab of foam to form their own cavities (top right photo).

Where weight makes a difference as in parcel post or express shipments, a test mailing reveals this favorable comparison for foamed resin: top grade shredded paper packed in an ordinary corrugated container, of about one

cubic foot capacity weighed five pounds, four ounces (bottom left photo, white scale) as compared to one pound, 14 ounces for phenolic foam in an identical package (bottom left photo, black scale), a saving of about 65 per cent in shipping weight.

The containers were shipped with packing, but exclusive of merchandise. Highly flammable materials such as shredded paper and excelsior burn to ash at the touch of a match, but foam produced from phenolic resin and catalyst only chars under a blow torch flame and stops burning as soon as the flame is withdrawn (bottom right photo).

## MIL-B-107A Spec. Supplants Old JAN-B-107 For Wirebound Boxes

The Wirebound Box Manufacturers Association is calling defense contractors' attention to the fact that MIL-B-107A specification for wirebound boxes for overseas shipment of defense goods has superseded and supplanted the old JAN-B-107 specification.

Purchasing agents, packaging engineers, and shipping executives are being cautioned that JAN-B-107 wirebound shipping containers for overseas shipment are no longer in keeping with government requirements, regardless of the wording of government contractors or bid invitations.

The Association's headquarters in Chicago pointed out that some government procurement officers throughout the country continue to stipulate JAN-B-107 boxes, apparently not yet aware that the new MIL-B-107A specification became effective last September 1 and replaced the older specification.

L. S. Beale, secretary of the association, pointed out that government invitations to bid on defense commodities almost invariably contain this statement:

"The following specifications, of the issue in effect on the date of invitation for bids, form a part of this specification."

Thus, Beale said, those bidding on contracts that stipulate wirebound boxes for overseas packing made in accordance with the JAN-B-107 specification should compute their packing costs upon the basis of wirebound boxes made in accordance with the MIL-B-107A specification, being the "issue in effect".

The MIL-B-107A specification leaves the construction of some sizes or types of wirebound boxes practically unchanged from what they were under the JAN-B-107 specification, but result in many others being constructed more strongly than before and even better able to absorb and withstand the hard usage and abuse often encountered in export shipment.

"So many new and revised specifications in so many different fields are constantly being issued by the government," Beale explained, "that it is understandably difficult for every government procurement officer to have 100 percent knowledge of all such

(Continued on Page 30)

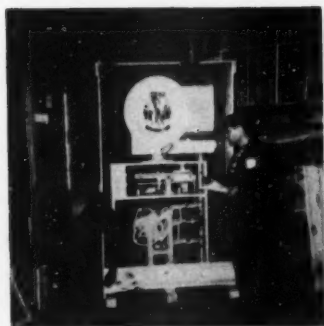




## "Home Made" Ideas Speed Plant Packing Operations

At the Detecto Scales, Inc. plant in Brooklyn, N. Y., individual packing problems are handled and solved by devices perfected by in-plant employees. Shipping Management's staff photographer took the pictures on this page, of the solution of a light and a heavy packaging problem by the company. In the five photographs at top and right are shown the steps in packing, weighing and sealing aluminum surgical trays. At the bottom, two steps in packing heavy scales are shown.

In the first shot at top Warren Parisi is checking the weight of packed partitions and trays. The actual packing of the trays is shown in the second picture. Trays are packed in four boxes at a time. Boxes are then brushed and sealed with adhesive paste. Then an ingenious press device is pulled out over the four packed boxes, to hold them in place while the paste dries. Meanwhile Mr. Parisi is packing another four boxes. The trays are packed 12 to the carton, and the number is checked simply by weighing the packaged carton. In the picture to the right of the headline Ben Cohen, Foreman of the packing department is placing the packed cartons into a Wooden shipping container. Finally, (bottom right), Mr. Parisi seals the closed container with steel strapping, using a semi-automatic dispenser. The completed pack is now ready to go anywhere in the world!



Left: Detecto has recently taken on the former Yale & Towne heavy scale manufacturing division. New ways have to be devised to handle and pack these heavy objects. At far left Leo Ruggiero hammers panels around dial head of heavy duty dormant scale which is temporarily held in place by chain hanging from ceiling, as John Ferrari checks. Near photo: heavy duty platform has been lifted to vertical by overhead travelling crane. Here, held in place it is packed into heavy wooden container by Mr. Ruggiero and Henry Kirschenbaum.

GOVERNMENT

PERSONALITIES

## ★ NEWS REVIEW ★

A digest of recent activities in the  
packing and shipping field

ASSOCIATIONS

COMPANIES

### STEIN, HALL RECEIVES ITS FIRST SHIPMENT OF PAKISTANI BURLAP

The first shipment of Pakistani burlap, totalling 297 bales, to arrive in the United States was delivered today at ceremonies on Pier 26, Brooklyn, to Stein, Hall Company, Inc., New York importers, by His Excellency, Mr. Mohammed Ali, Ambassador to the United States for Pakistan.

In turning over the consignment to J. C. Daly, vice president and director of Stein, Hall, Mr. Mohammed Ali described the shipment as a particularly significant contribution to the "flourishing trade relations existing between Pakistan and the United States as well as to the American defense economy."

Pakistan's new jute mills, he added, not only represent the building of a major industry around a major crop, but are evidence of his country's determination to move forward industrially to ultimately achieve a better economic balance between industry and agriculture.

### STEEL KITCHEN CABINET MFRS. ASSOC. JOINS INDUSTRY DIV. SAFE TRANSIT COMMITTEE

At a meeting at the Cleveland Hotel, Cleveland, Ohio, the Steel Kitchen Cabinet Manufacturers' Association accepted the invitation of the National Safe Transit Committee to join with other cooperative associations in the work of this voluntary cooperative group to improve packaging and shipping practices and reduce in-transit losses.

The packaging transportation and traffic committee of SKCMA designated Gilbert May, traffic manager of American Kitchens Division, AVCO Manufacturing Corporation, as the association's representative on the NST Committee. Chairman of the Association's traffic committee is A. C. Deimel, of Mullins Manufacturing Corporation.

### HENRY RUST APPOINTED DIV. MGR. OF GAIR BOGOTA N.J. PLANT

William T. May, Jr., vice president in charge of container operations at Robert Gair Company, Inc., New York, manufacturers of folding cartons, paperboard and shipping containers, announced the appointment of Henry Rust as division manager of Gair's plant at Bogota, N.J.

The company operates both a paperboard mill and a domestic and weather-proof fibre box shop on their Bogota property.

Mr. Rust started with the concern in 1912 at the original plant in Brooklyn, N.Y., and has been associated with the company's plants at Piermont, N.Y., and Portland, Conn. Since 1941, he has been

sales manager of the solid fibre department at the Montville, Conn., plant. Transfer to his present appointment at Bogota took place on March 1.

### NASHUA STREAMLINES NAME TO NASHUA CORPORATION

Stockholders of the Nashua Gummed and Coated Paper Company have voted to shorten the company name to Nashua Corporation. Since the products, facilities and services of the company had outgrown the value of a descriptive title, the shorter, more universal name was adopted. Customers, suppliers and other business friends of the Nashua Corporation will find the new company name more convenient.



View from the front of the newly renamed Nashua Corporation's plant in New Hampshire.

Originating from an idea conceived in 1849 to manufacture playing cards, the Company and its predecessors have pioneered such products as friction glazed papers, waxed bread wraps, box stays, duplex tape, and delay action heat seal papers.

Today Nashua makes many different types of flexible packaging materials and package sealing machines, including printed film, printed bands, printed and unprinted waxed wrappers, box papers, box stays, party papers, velour papers, heat seal papers, corrugators tape, sealing tape, moistening machines and technical paper products.

The products of the company are sold through nine divisions: Waxing, Gumming, Coating, Specialty Printing, Nashua Package Sealing, Flocking, Sure-Hold, Pakay and Household Products Divisions.

### LAMSON ADDS ENGINEER TO ITS DALLAS STAFF

The Lamson Corporation, Syracuse, N. Y. — manufacturer of conveyors, pneumatic tube systems, automatic pallet loaders and blowers — announces the

expansion of its Dallas technical staff by the addition of Earl D. Hoyt, field engineer.



EARL D. HOYT

Before joining Lamson, Mr. Hoyt spent three years with Link-Belt Company, Chicago, in its plant engineering and proposition engineering departments. Since joining the firm, he has received an intensive training course in the application of all types of package-handling conveyors.

Mr. Hoyt is a mechanical engineering graduate from the Massachusetts Institute of Technology (BSME-1948).

### WIREBOUND MFG. NOW A \$100,000,000 A YEAR BUSINESS

The wirebound shipping container industry, which serves both industry and agriculture, is now a \$100,000,000-a-year business with an outlook of steady expansion.

The revelation that the industry had joined the "\$100,000,000 Club" of American industries was made at the annual meeting of the Wirebound Box Manufacturers held at the St. Francis Hotel, San Francisco.

L. S. Beale, secretary of the W.B.M.A., stated that the industry's volume of business in 1951 was \$108,245,767, the first time that it had reached or exceeded the \$100,000,000 mark.

The wirebound shipping container industry, over 85 percent of whose production is represented by member companies of the W.B.M.A., manufactures scientifically engineered wirebound crates and boxes for meat, poultry, fresh fruits and vegetables, and industrial products.

In all categories, Beale reported, the 1951 production exceeded that of the previous year. The total number of wirebound boxes and crates manufactured in 1951 were 176,061,929, divided 83,617,896 for fresh fruits and vegetables, 36,474,957 for general industrial products, 26,215,853 for poultry, and 29,753,223 for meat. Total unit production of wirebound shipping containers

(Continued on Page 18)



## **"LISTEN, Mr. Traffic Manager"**

**ONE OF THE MAJOR PROBLEMS** in any traffic operation is storage and warehousing. For a concern with a regular and predictable flow of materials this is a comparatively simple matter. However, the problem takes on major proportions when the flow of material is either irregular, seasonable or both.

Obviously a seasonal peak indicates a need for more space at one time than another, and where space in most companies is relatively inelastic, the problem of warehousing arises.

By and large a concern with a predictable peak should permanently occupy an area which will hold three-quarters of the peak load. This again depends largely on the product and the variation in the stock on hand. During the peak season then, the remaining quarter would be stored in a public warehouse. Where most areas are leased on relatively long term basis the manufacturer or dealer would pay only for the actual time in his public warehousing operation.

The same principle holds true in seasonal distribution although again it is largely an individual problem. The question here is whether to set up seasonal warehousing and distribution operations at distant points or to ship directly to the dealer. The danger in the latter is that, oftentimes, a much more expensive method of transportation may have to be used to supply the dealer quickly. In view of this a dealer may not "push" the product where his profit is lessened by the transportation cost.

The argument for distant distribution, of course, is a much lower transportation rate because of carload shipments plus a constant and fast source of supply.

Many persons today feel that Industries' problem is not one of production but one of distribution, particularly in a low cost item. Distribution in this sense includes transportation, warehousing sales, advertising, packaging, etc. One authority claims that 59 cents of the consumer's dollar goes to "distribution" and 41c to manufacturing. This, we feel, is very true and it is in distribution that we find the greater elasticity to reduce costs. Manufacturing with its set labor rates, cost of materials, etc. is not too elastic and despite methods and systems eventually reaches a point where very little more can be done to reduce cost. "Distribution" on the other

hand is always elastic and thus can effect a greater saving.

The main problem is to determine exactly what sort of a distribution plan is desired and needed. More concerns may find it cheaper to establish branches that they own and control from their central Traffic division. In these instances carload lots would be forwarded and redistributed to local outlets within that territory in less than car lot or parcel post shipments. This branch also works as a service unit. A small concern may use the same system to a lesser degree by utilizing the facilities of public warehouse men. In these instances the material is forwarded in car lot or pool car loads to the warehouse and shipping orders sent separately for distribution within the particular territory.

There are two factors to consider in this type of distribution. (1) Getting products into the hands of customers at the least possible cost. (2) To provide immediate distribution of materials, particularly those within the peak period category.

Oftentimes distribution from a branch warehouse is extremely costly but the advantages gained by having a source of supply available of a particular material may outweigh this additional cost. As we stated previously, sales may be increased noticeably if dealers

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## **Huge Truck Loaded At Milwaukee For Ocean Voyage**

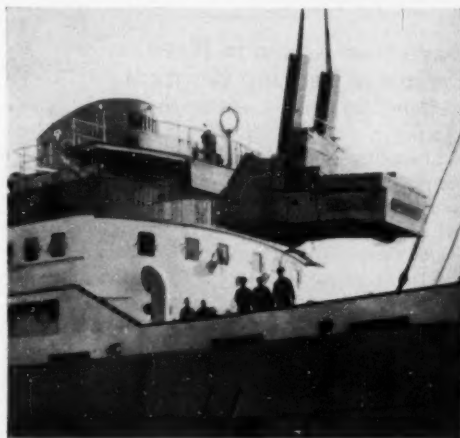


Photo & Caption: Automatic Transportation Co.

Huge industrial truck weighing 50,000 pounds is swung aboard ship at Milwaukee for journey via Great Lakes to Rouen, France. One of seven shipped it is an electric-powered vehicle of a type used to handle coils of steel weighing as much as 40 tons. The huge truck is en route to a French firm called Societe Lorraine de Laminage Continu. S.A. (Sollac), Moselle, Hayange, on the Oranje line vessel Prins Willem V.

# Package Engineer Reporter

## Canada's First Packaging Exp. Set For Oct. 21-23, In Toronto

The Packaging Association of Canada has announced the first Canadian Packaging Exposition and Concurrent 2nd Annual Conference to be held at Toronto from October 21st thru 23rd, 1952.

The site is the East Wing of the Coliseum in the Canadian National Exhibition grounds. Twenty-thousand square feet of exhibit space, comprising more than 160 booth units, of 10 by 12ft., will hold more than 100 Canadian exhibitors of packaging services, materials, containers and packages, machinery, and material handling equipment.

With more than 10,000 packaging users representing the Canadian market, PAC believes its First Annual Exposition will attract 5,000 users and suppliers this Fall.

Responsibility for this undertaking rests with General Chairman H. S. Romani, vice-president and director of purchases, Christie, Brown & Co. Ltd., Toronto, and Vice-Chairman D. V. Reddick, City Advertising Department, The T. Eaton Co., Ltd., Toronto.

This year's program under leadership of General Chairman F. C. Lennox, general sales manager, Somerville Ltd., London, Ont., bids for a new high in programming and attendance. All sessions will be held on the mezzanine floor of the Coliseum, East Wing, concurrent with the Exposition.

## Canadian Assoc. to Have Extensive Packing Program

Point-of-sale research and development in Canada, intensive studies of export packing and shipping, material handling, and transportation requirements from the packaging field, and educational work in centres such as Montreal and Toronto through "short courses" and seminars, are projects which Packaging Association of Canada will carry out this year and next, John P. Gledhill, president, stated at the Association's regional packaging conference in Montreal on April 22nd.

"Co-ordination of the art of point-of-purchase merchandising with the packaging field looms before us as an important immediate objective. Packaging and point-of-purchase display are fellow-travellers in the best sense of the word. Through our diversified membership, we can bring both advertisers and users of this important medium and the supply houses together to work for more economical and more successful outcomes of this retail merchandising device," Mr. Gledhill pointed out.

"A Canadian Point-of-Purchase Committee within the framework of Packaging Association of Canada

is both possible and logical. Research studies can be undertaken by such a group; added to this there can be an annual exhibit of Canadian point-of-purchase displays designed-and-produced in Canada, which could be linked to the Association's annual Packaging Exposition, the first of which will be held this fall on October 21-23 in Toronto's Coliseum."

About 25% of Canada's production goes into overseas markets; proportionately, Canada's problem on shipping losses due to improper packing are far more serious than those of the United States. Domestic transportation from coast-to-coast and even inplant shipping represent related areas of concern, Mr. Gledhill pointed out, so that these matters will also receive the special attention of the Packaging Association.

## R. C. Cragg Chairs 7th Exposition. Short Course of SIPMHE In Chicago

Robert C. Cragg, Chicago regional manager for Gould-National Batteries, Inc., will be general chairman of the seventh annual exposition and short course of the Society of Industrial Packaging and Materials Handling Engineers. The short course, Oct. 13-16 in Chicago, will be sponsored jointly by SIPMHE and the college of engineering of the University of Illinois in cooperation with the university's Extension Division.

The theme will be "Increased attention to packaging and materials handling cost reduction as a basic factor in maintaining profit."

General Chairman Cragg's company took part in the first SIPMHE exposition, held in Chicago in 1946. Cragg joined the Society early the following year and is its regional director.

## U. S. C. to Hold Institute During Western Packaging Exposition

Concurrent with the Fourth Western Packaging and Materials Handling Exposition which will be held in the Los Angeles Shrine Convention Hall, August 12-13-14, a Packaging and Materials Handling Institute will be conducted under the auspices of the University of Southern California, and the Los Angeles Chamber of Commerce, it is announced by John R. Huffman, Associate Professor of Industrial Engineering at the University.

The institute which will be held on the University of Southern California campus, one block from the Shrine Convention Hall, will embrace clinics and shop studies with the nation's top authorities in these fields conducting the sessions. Information for admission to these sessions, which will be conducted two mornings

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# NEW PRODUCTS & LITERATURE



## COLOR CHART ON TAPES

Fourteen color varieties of industrial tapes are shown in a new folder on "Scotch" brand pressure-sensitive tapes, available from Minnesota Mining and Manufacturing Co.

The four page color chart also includes descriptions of eight different tapes, ranging from plastic film tape for sealing bottles of chemicals and drugs, to filament-reinforced tape for heavy-duty palletizing and bundling of cartons and metal objects.

Descriptions for other tapes shown include cellophane tape and two moisture-resistant acetate fibre tapes for use by printer-converter in making printed packaging tapes; and a film laminate tape for identifying and labeling tires and other rubber goods.

In addition, a third acetate fibre tape, for edging documents and permanent splicing of paper; and an acetate film tape for special film-splicing and reinforcing are shown.

## HEAVY LOAD LIFTERS

A new series of Electraulic Four Post Lifters has been announced by Service Caster and Truck Corp. The "Four Posters" facilitate heavy loading of trucks and railway cars, and are especially fitted to level-to-level and floor-to-floor movement of trucks and skids, materials, heavy parts, etc. in plants or warehouses.

Electric-hydraulic powered and designed for continuous operation, the "Four Posters" feature higher load capacity, higher speed lifting, larger platforms and greater lifting range than electric-mechanical type lifters. Safety features include: Minimum safety factor of 4 used throughout the lifters; "Deadman" type pushbutton controls; expanded metal platform guards; safety Tread "non-skid" steel platforms; Positive stops to prevent overtravel of rams; Overload relief in hydraulic system; Post rings that lock platform to posts if chain should fail.

Models are available in capacities from 2000 to 12000 pounds and platform sizes from 5 ft. x 5 ft. to 12 ft. x 12 ft. Lifts range from 5 ft. to 17 ft. at speeds from 8 ft. to 23 ft. per minute. Versatile design permits the Service Four Post lifters to be made up as semi-specials to meet specific job requirements.

## FORKLESS FORK TRUCK

A forkless fork truck, bright handling idea of engineers at a Maytag Company's plant, allows Maytag to stack its cartoned washers without skids and haul

them two-at-a-time from storage to shipping areas in about one-third of the time these hauls formerly took.



Attached to the frame of Maytag's novel truck (it started out as a standard Baker 1500-lb. capacity model) is a metal lip which hooks under flaps at the top of the cartons to lift them. A back plate prevents damage to the cartons.

Using this lip device, Maytag truck operators load a 40 ft. boxcar with 78 cartons in 48 minutes. And the lip makes it possible to use less expensive cartons, without spacer strips, since space for fork entry is no longer necessary.

## FOLDING STOCK RACK

A folding type stock rack with no detached or loose parts has been developed by Equipment Manufacturing, Inc.



The rack is constructed of welded square steel tubing. Nesting caps on the feet make it possible to stack the loaded racks in production, storage and shipping.

Although developed for unit handling of sizeable stampings, parts, etc., the rack is designed so that a solid floor can

be laid for the handling of bulk goods.

Principal advantage of the collapsible feature is conservation of space and elimination of loose parts. With the end frames raised, patented telescoping tubular inserts provide positive locking. A simple lift control on each end frame permits quick folding. With the end frames folded down, empty racks can be return-shipped at low cost.

## PALLET LOADER BULLETIN

Lamson Corporation has published a 16-page bulletin which describes the newly-developed pallet loader being made by the company. Pictures and sketches show the unit in operation and make clear its place in volume package production.

Sequential photos follow the operation of the pallet loader showing the way in which it loads pallets in various patterns, according to the nature of the cartons loaded. The pallet loader is capable of forming an infinite number of pallet patterns, but the cabinet is designed to hold up to 18 pattern forming cartridges.

A diagram is used to show the way in which the pallet loader fits into the production line. A typical plan shows recommended conveyor practice for an installation showing how cartons feed from sealing machines to the palletizer.

## PUSH-BUTTON NAILER

Industry is now being offered a nailing machine with "push-button" operation, completely controlled by electronics and powered by hydraulics.

This innovation in nailers is called the Diehl Hydronic Nailer, and is being produced by The G. M. Diehl Machine Works, Inc.

Extreme simplicity and precision action of the new Diehl Hydronic Nailer is particularly important to all industries manufacturing packing crates, boxes, skids, reels, pallets, and all the other wooden devices so vital to the shipping of goods and products.

The "push-button operation" feature of the new Diehl Hydronic Nailer is centered in an electronic master-control panel, within fingertip reach of the operator. By flicking pre-selected switches on the panel, the operator trips high-speed solenoids for positive, split-second picking of nails from the feeders to nail chucks.

On the 72" model, up to 24 nails and 10 patterns can be used in any combination. Push-buttons also control the raising and lowering of the work table.

After selecting specific nails and patterns, the operator touches a pedal, which

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Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

## News

(Continued from Page 14)

in 1951 was 11.4 percent over the number produced the preceding year. Individual category increases, in units, were fresh fruits and vegetables, 5.9 percent; general industrial, 7.5 percent; poultry, 38.4 percent; and meat, 13.2 percent.

New government specifications for the packing of defense goods for shipment, both domestic and export, and a strong trend throughout the fresh fruit and vegetable industry for more modern and more scientifically engineered shipping containers for perishable commodities indicate, Beale and other speakers agreed, that the wirebound shipping container industry will continue to expand at a healthy rate.

### PORT OF HOUSTON RECEIVES OVER 16% OF BELGIAN IMPORTS

More than 16 percent of all goods which Belgium shipped to the United States during 1951 entered this country through the Port of Houston, according to a report made by Charles Leonard, consul general for Belgium, before the Houston World Trade Association.

Imports through the Port of Houston from Belgium in 1951 were valued at more than \$34,000,000, Mr. Leonard said, while exports through the port to Belgium amounted to \$31,000,000.

Mr. Leonard cited the imports through Houston as a measure of the results being achieved by his government's effort to introduce "made in Belgium" goods directly into the Southwest and mid-continent areas of this nation.

He presented R. C. Patterson, recently retired honorary consul for Belgium in Houston, the Cross of the Order of the Crown, in recognition of Mr. Patterson's 20 years of distinguished service to Belgium.

### U. S. C. OF C. PARTICIPATES IN HIGHWAY IMPROVEMENT PLANS

The Chamber of Commerce of the United States has been authorized by its board of directors to participate in a national program to improve the country's highways.

The Chamber thereby joins 40 organizations in a program set up under the name "Project—Adequate Roads." Specific objectives are listed as:

Proper classification of roads into systems.

Procurement of funds for adequate highway systems.

Dedication of highway use taxes to highway purposes.

Fair distribution of highway costs.

Improved highway administration.

The long-range goal of the new highway organization is stimulation and co-ordination of efforts for highway improvement in all the states. It is pointed out that present day state highway programs are failing to keep pace with a growing need for maintenance and modernization.

### PAPER AND TAPE MFRS. SEE APPLICATION OF NEW TAPE

Officials of leading paper and tape manufacturers and converters met in Bedford, Pa., May 12th and 13th to exchange information about the fast-growing reinforced paper industry and to get a preview of some promising new applications of Fibreglas textile materials as paper and tape reinforcements.

The first annual Reinforced Paper Conference, sponsored by Owens-Corning Fibreglas Corporation, brought together 70 technicians and executives of 40 paper converting companies.



Nathan Warshaw of Atlantic Gummed Paper Corp., T. B. Shudark of Dow Chemical Co. and T. H. Metzler of St. Clair Rubber Co. tour the Fibreglas plant at Huntingdon, Pa., with a Fibreglas representative (second from left).

F. A. Mennerich of the Fibreglas laboratory at Ashton, R. I., demonstrated the characteristics of glass textile yarns that make them unique among reinforcing fibers: high tensile strength, incombustibility, light weight with small diameter, resistance to rot and non-absorption of moisture.

William Morrison, manager of paper reinforcing sales, demonstrated the basic methods of applying Fibreglas yarn and scrim fabric as reinforcement. Roy Black, manager of Fibreglas industrial textile sales, presented a series of charts showing that Fibreglas yarns for paper and tape reinforcing are now lower in cost than any competitive yarns. "Since the original development and commercial acceptance of Fibreglas yarns, the cost picture has steadily declined," he said. "This has been made possible by improvements in manufacturing processes and the experience which has been gained during recent years."

### RALPH O. JOHNSON CONFIRMED AS SUPT. OF COMMUNICATIONS FOR M-K-T

Confirmation of the appointment of Ralph O. Johnson of Denison, Texas, as Superintendent of Communications for the Missouri-Kansas-Texas Lines has been announced jointly by L. M. Stuart,

(Continued on Page 22)

## New Products

(Continued from Page 17)

lowers the powerful hydraulic drivers—up to 60 strokes per minute—with steady, straight-down pressure, penetrating the hardest woods. Nail-bending is substantially reduced, and no pre-drilling is necessary.

He explained that this is achieved by speedier movement of materials in and out of plants, and better use of vertical storage space. Electric vehicles, called fork lift trucks, are able to tier loads of raw material and merchandise all the way to the ceiling, a height which exceeds the maximum that men can stack goods manually, he said. High stacking is accomplished by loading goods on rectangular wooden carriers called pallets, which are lifted on two prongs, known as forks, at the front of the industrial truck.

Dusseau said that recent developments in materials handling emphasize a series of special attachments for lifting and carrying bulky or odd-shaped items which cannot properly be handled on pallets. He cited as examples devices for handling linoleum rolls, bales of cotton, paper rolls, and barrels.

The entire materials handling industry, which received great impetus during World War II, and now is important in supplying Korea efficiently, has become a billion dollar business, according to recent figures mentioned by Dusseau.

### REVISED STEEL STRAPPING CATALOG

Shippers and receivers will be interested in checking their strapping applications against the latest information just published in the all new Signode No. 15 Catalog. This is a completely new work on steel strapping, seals, tools, accessories and applications. It embodies all of the latest changes in designation and a full description of new products produced since early 1949.

Full of ideas for not only top management and production managers, it is also of considerable value to traffic managers and shipping superintendents responsible for damage free shipping of commodities. Selected case histories on the specific use of steel strapping in many of over 700 industries are reproduced.

Better organized than previous issues, the new Catalog lists for rapid reference information on Packaging, Car Doorway Protection, Automatic Power Machines, Freight Bracing and Heavy Duty applications. The carloading section, for example, is divided into specific sections dealing with various problems of bracing lading in open and closed cars.

### TAPE DISPENSER

A recently developed molded plastic dispenser is the latest news from Labelon Tape Co., Inc., manufacturer of the

(Continued on Page 25)

**NOW! FASTER ... STRONGER Carton Packaging**

With the new

**DERBY** *Sealer*

**MODEL 32-T**

**Gummed TAPE DISPENSER**

Especially Designed For  
**Tough Filament  
Carton Tapes**

**TAPE STRAP\*  
GLASKRAFT\*  
FIBREEN\*  
SNAKE TAPE\*  
GLASPUN\*  
SEAL STRAP\***

● The Model 32-T takes tough carton tapes in its stride! Equipped with an *extra sharp, heavy duty, tool steel cut-off blade*, this fine machine dispenses such tough, rugged tapes as "Tape-Strap," "Glaskraft" and "Snake Tape" as efficiently as it does the lighter tapes, making less work for the operator and actually stepping-up production time on carton packaging! And here's another important, carton-packaging feature! Fibrous carton tapes are put on without pressure — need only proper moistening to hold. The Model 32-T, by means of an auxiliary reservoir, maintains a high water level in the tank, reducing Capillary Lag and assuring constant moisture at the top of the brush, even when tape is dispensed at great speeds. It's the ideal dispenser for carton packaging, and it sells at such a low, low price!

\*These are trade names used by various manufacturers to describe their filament imbedded tapes.

DERBY SEALER FEATURES THAT MAKE THE MODEL 32-T THE FINEST MACHINE OF ITS KIND!

- Heavy duty, extra sharp cut-off blade
- One-piece solid castings for extra rigidity
- Easy pull handle to reduce operator fatigue
- Delivers from 4 to 34 inches at one stroke
- Auxiliary Water Reservoir
- Accommodates any tape from 1" to 3" wide

**DERBY SEALERS, INC.**

*Designers and Builders of Derby Sealers and  
Grip-A-Tab Pressure Sensitive Tape Dispensers*

**DERBY, CONNECTICUT**

## Research Improves Car Wheels

Vital to progress the world over is the wheel. In its myriad forms it makes our very civilization possible. Without the wheel transportation would be non-existent; agriculture could not prosper; mining and lumbering would languish; industry could not function; famine and pestilence would stalk the land.

### Chilled Railway Car

The modern chilled railway car wheel is the result of a century of engineering research and manufacturing skill. This research comprises design, chemistry, metallurgy, mill and foundry practice, and laboratory and service tests. For example, the latest chilled car wheel, known as AARX-1, recognized as standard in freight use, was accepted and approved by the Mechanical Division, Association of American Railroads, as a result of service testing of some 400,000 wheels between March, 1947, and September, 1950.

In addition to research conducted by the railroads, manufacturers of wheels have established research laboratories where problems of manufacture and design are being studied at all times in cooperation with the railroads.

The efficiency of the modern car wheel is attested by the fact that a standard 33-inch wheel in freight trips from Coast to Coast—under normal operating conditions.

## AAR Projects Now Being Conducted In Many Areas

More than 150 research projects are being conducted on a dozen different railroads and at as many different universities and technical institutes under the direction of technical committees of the Association of American Railroads' staff, it was disclosed in a report submitted to the annual member road meeting of the A.A.R. at the Blackstone Hotel in Chicago.

Among the major research projects under way during the past year were studies in rail performance under traffic and in the laboratory, road and laboratory tests of different designs of freight car trucks and snubbers, tests of new passenger car trucks to determine riding comfort on curves, and further development and application of radio and induction communications in train and yard operation, the report said.

Much of the guidance and direction of these studies was centered in the A.A.R. Central Research Laboratory on the campus of the Illinois Institute of Technology in Chicago, according to the report. Additional apparatus and facilities were installed at the laboratory during the year, including an impact test track and a diesel accelerating unit for studying loading arrangements and car design, it was announced.

The report pointed out that "through the efforts of the railroads and the continued cooperative endeavors

(Continued on Page 24)

## What is most important in your tying operations?

- |                                    |                                       |                                     |                                       |                                 |                                  |
|------------------------------------|---------------------------------------|-------------------------------------|---------------------------------------|---------------------------------|----------------------------------|
| <input type="checkbox"/> SPEED?    | <input type="checkbox"/> PROTECTION?  | <input type="checkbox"/> SAFETY?    | <input type="checkbox"/> BUNDLING?    | <input type="checkbox"/> SIZE?  | <input type="checkbox"/> WEIGHT? |
| <input type="checkbox"/> STRENGTH? | <input type="checkbox"/> VERSATILITY? | <input type="checkbox"/> PACKAGING? | <input type="checkbox"/> PALLETIZING? | <input type="checkbox"/> SHAPE? | <input type="checkbox"/> COST?   |

### GERRARD STEEL STRAPPING offers you every advantage!

● Gerrard Round Steel Strapping offers you the widest possible combination of factors to improve your tying operations . . . and it costs about 40% less than any other type of metal reinforcement.

Call a Gerrard engineer. Let him demonstrate how and why the Gerrard Method of Strapping can help you cut the cost of your tying, packaging or bundling procedures. Out of his wide experience will come the solution to your problem . . . and his advice and assistance are available to you free of charge.

GERRARD STEEL STRAPPING DIVISION, UNITED STATES STEEL COMPANY  
2909 WEST 47th ST., CHICAGO 32, ILL.



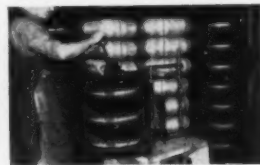
Unit bundling of separate cartons with Gerrard Steel Strapping eliminates cost of master cartons, makes handling easier, provides secure protection, lowers transportation rates.



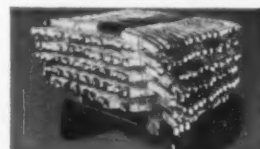
3-Decker Palletized loads of 36 odd-shaped castings. Excellent examples of Gerrard method solving difficult handling, storage and shipping problems. Photo: International Harvester Co., Industrial Power Division.



Model Q, semi-automatic . . . tensions, ties, cuts strapping and resists itself . . . all in one operation. Bundling of shingles (above), cartons, newspapers and extra-sized packages proceeds rapidly, 12 to 15 ties per minute.



Gerrard Round Steel Strapping is adaptable to a wide variety of applications. Model TE is used to bundle stove pipe elbows into a firm, neat package that is easy to handle.



Auto springs might be awkward to handle, but Gerrard-strapped to wooden skids, they make an easily transported pallet. Sturdy galvanized Gerrard Round Steel Strapping holds springs and skids securely.



TE Machine, on bakery conveyor line, is an suspension arm over plate that closes carton flaps. Operator just drops strapping, then tensions, ties and cuts it in one machine-operation.

U-S-S GERRARD ROUND STEEL STRAPPING



UNITED STATES STEEL



## Packing A Punch

(Continued from Page 5)

transportation — both passenger and freight — for the interests which he represents."

"He must have a broad knowledge of economics and of transportation law; also the ability to interpret the decisions of the courts and of the Commission bearing upon the transportation problems of his company.

"Certainly, he is a public relations man, because he must constantly come in contact with regulatory agencies, carriers of all types, rate and classification committees—always endeavoring to protect the interests which he represents. . . .

"The public is clamoring, and rightly so, for the products of farms and industry. Our transportation agencies hold themselves out to deliver those products, at a price, to the consuming public, but, as we all realize, it is the responsibility of the traffic man to select that type of service which will fill the bill and provide for speedy delivery.

"Increasing demands are being pressed upon the traffic manager. His future was never brighter. He is being better equipped to cope with these new problems, and, because of his broader training, as compared with that of his predecessors, he is well qualified to measure up to expectations.

"Will he meet the challenge?

"Yes, indeed. Give him a free hand and he will, even under most trying conditions, give a good account of himself in this free land of ours where private initiative still reigns, and where everyone has a chance to reach the highest rung of success. That is the American way."

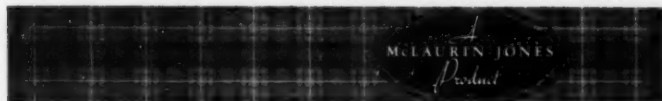
★ ★ ★

At a recent conference sponsored by Community College, Temple University, in conjunction with SIPMHE, P. O. Vogt, Coordinator, Packagin, Shipping & Materials Handling, General Electric Co., gave the following short definition of the meaning of materials handling to the various individuals who are concerned with it:

"Just what is materials handling? Let's stand off from this huge task to get the proper perspective and I am sure we will all see more than our own phase of this problem. What does it mean to different people? To the manufacturing manager, it means the flow of material in and out of manufacturing."

To the receiver, it means the movement of materials from car or truck to receiving area and to point of storage. To the superintendent, it means the movement of materials through his department, and to the shipper it means how the finished product is going to be delivered to him and how it is going to be shipped.

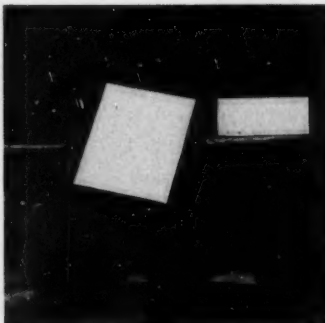
"Actually, materials handling is all of these, and to develop the right kind of materials handling procedures, we must consider all the phases of the problem. In most cases, our shipping superintendents are responsible for both receiving and shipping, so we feel there is



## Could your present tape take this SPEEDING TRUCK TEST?



**BEFORE TEST** carton is sealed with Glaskraft Sealing Tape. Imbedded with glass fibres, Glaskraft has a tear-test strength averaging four to five times greater than 60 lb. kraft.



**THERE IT GOES!** One hundred and forty-five pounds of carton dropping from the back of a speeding truck. A tough test? Sure! But watch how Glaskraft can take it!



**FIRST BOUNCE!** Hitting the pavement — the carton bounces off one corner. This puts plenty of strain on the Glaskraft Sealing tape. Everything inside that carton is trying to spread out!



**A LITTLE SCUFFED, BUT NO BREAKS!** Every tape-sealed seam is still strong and sturdy. Yes, Glaskraft Sealing Tape has what it takes . . . plenty of strength! This test proves it!

Think of how you can cut your carton damage and shipping losses with Glaskraft Sealing Tape.

In addition to its remarkable strength and toughness, Glaskraft is water resistant. It will not rot or weaken even in damp storage. Send for your free sample coil of Glaskraft — plain or printed — today. Test it yourself!

## McLAURIN-JONES CO.

MAKERS OF FAMOUS TANGLEFOOT AND BLUE STAR SEALING TAPES, GLASKRAFT STRAPPING TAPE, IDEAL GUMMED AND HEAT SEAL STAY TAPES AND SOLSEAL WATERPROOF TAPE

Offices in New York, Chicago, Cincinnati, Los Angeles  
Mills located at Brookfield and Ware, Mass., Grand Rapids, Michigan and Homer, La.

a definite tie-in with manufacturing in the handling of materials."

In order to receive the highest degree of coordination to do this, there is, on the staff of the Vice President of Manufacturing Policy, a coordinator of Packaging, Shipping and Materials Handling, Package Research, 'the standardization of packaging and materials handling through the packaging, testing and developmental laboratory, the establishment of standard test procedures, designs and specifications, and to see that materials are packed to reduce material and handling costs are his duties."

In each department of G. E. there is a departmental coordinator responsible for these activities in his department. He is acquainted with all the latest developments in packaging, shipping and materials handling and places into use those ideas that will improve his present operations. Through an organization such as this, which provides for a free exchange of information, promote the finest kind of team work."

## News Review

(Continued from Page 18)

Katy General Superintendent of Transportation and W. W. Semingsen, Acting General Manager of the Western Union Telegraph Company. In the new post Johnson heads a joint operation of the two companies.

Son of the well known Ezra Oscar

Johnson, late Chairman of the Brotherhood of Locomotive Engineers who retired after more than 40 years service with the Katy Railroad, the new superintendent, continuing a tradition, has been with that company all of his business life. Born and educated in Denison, Texas, important railroad junction on the Red River, Johnson, still only 46 years old, already has piled up nearly 30 years of service with the Katy. Starting as an electrician's helper in 1923, he has held nearly every position of responsibility in the road's communications department.

## TRUCKING OPERATIONS FORUM PRESENTED BY ATA

Motor carrier operators from all sections of the United States attended a Trucking Operations Forum in the interest of better supervision and utilization of trucking facilities in Columbus, O.

Participating in joint and separate sessions of this Spring meeting were ATA's Equipment and Maintenance Council, Terminal Operations Council, and Council of Safety Supervisors, with ATA Managing Director John V. Lawrence and Carroll J. Roush, chairman of ATA's Committee of One Hundred, addressing joint luncheon sessions of the councils on Tuesday and Thursday, respectively. Mr. Roush is president of Roadway Express, Inc., Akron.

## W. J. WILKS TO MANAGE CHASE OHIO PAPER PLANT

The appointment of Walter J. Wilks as manager of Chase Bag Company's Chagrin Falls, Ohio paper mill has been (Continued on Page 25)

## "RED" sez:

There is no better closure method than gummed tape. There is no better gummed tape than REDCORE.



**PORT OF HOUSTON**

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To know more about this second largest of all United States deep-sea ports — and how it can save you money if you import or export — write today for the free booklet, "The Port of Houston Today."

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## ★ TRAFFIC REPORTER ★

"Great Cargoes", a sound color film produced by Moore-McCormack Lines, Inc. was shown at the May 19th meeting of The Los Angeles Transportation Club, Inc. The picture was shown in recognition of World Trade Week and shows the various types of cargo being loaded and unloaded, international trade with Latin America, and other shipping features.



Eugene S. Mesours, Traffic Manager, E. I. du Pont de Nemours & Co., Inc., New Brunswick, N. J., who is now president of Central N. J. Chap. Delta Nu Alpha.

The Customs Brokers & Forwarders Association of America, Inc. held its Annual Meeting and Election of Officers in New York on June 4th. at Fraunces Tavern. Members of the National Advisory Committee, who are representatives of local customs brokers and forwarders associations throughout the country attended the Annual Meeting as guests of the Association.

Tuesday, June 10, 1952 was the date selected for the Annual Outing of the Transportation Club of Decatur (Illinois). Activities included Golf, Luncheon, and Dinner.

Election Night for The Charlotte (N.C.) Traffic & Transportation Club was held on May 16th at the Red Fez Club. Program for the evening included a dinner-dance party.

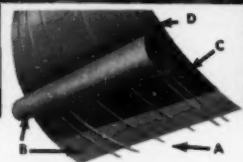
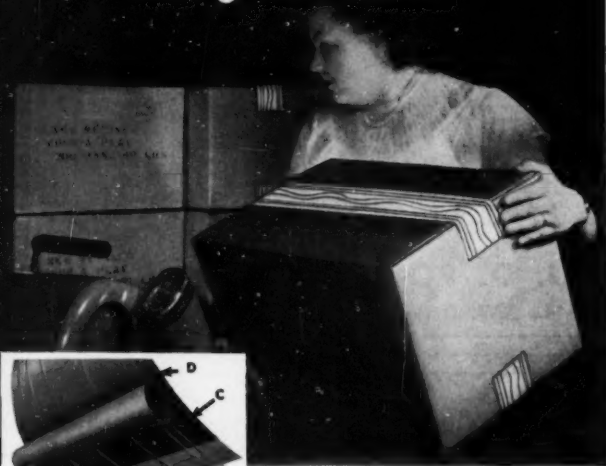
Mr. William Hamm, member of the New York Bar spoke before an open meeting of the National Export Traffic League at the Park Sheraton Hotel, New York City on May 28th. He outlined the attitude of the Conference Lines regarding the recent Supreme Court decision on the Dual Rate System.

A full May program of The Women's Traffic and Transportation Club of Baltimore, Maryland included Mother's Night on May 14th at the Sheraton-Belvedere Hotel, where the main Speaker was Governor Theodore R. McKeldin of Maryland; Annual Membership Tea, Saturday, May 17th, Trip to Longwood Gardens and Valley Forge, Sunday, May 25th.

The 28th Annual Picnic of the Pacific Traffic Association was held at Linda Park, Mission San Jose, on Sunday, May 18, 1952.

MEN — METHODS — MATERIALS

# "Snake Tape" seals 'em STRONGER in 1/3 less time



Study cords (A) for snap-like strength. Two layers of select kraft (B) bonded with asphalt (C) to keep out wet. Best animal glue (D) for perfect seal. 100 yard rolls, 6 widths. Easily dispensed by "cut-off" type machines.



6 strips — non-reinforced tape



2 strips — Snake Tape

Save Time! Motion study photos show how sealing labor is cut two-thirds. Average time with 6 strips of non-reinforced tape — 38.5 seconds. Only 11 seconds with 2 strips of Snake Tape.

Sealed **STRONGER**  
because Angier Snake Tape  
is reinforced!

Sealed **FASTER** because  
only 2 strips give more  
than usual protection.

FREE 20 yard test sample . . . write

**Angier**

Angier Corporation, Framingham 9, Mass.

Industrial Protective Papers Since 1895  
Distributors in Principal Cities

# SAFE STORAGE FOR EXCELSIOR AND OTHER INFLAMMABLE MATERIALS

## Prevent Costly Fires

Reduce the menace of fire by storing excelsior and other highly inflammable packing materials in the fireproof Safe-way Excelsior Bin. Meets with approval of state and municipal fire regulations. Keeps insurance rates down. In addition to storing packing materials, bins serve as a safe place to keep rags, paint, shavings and other combustibles. Bins are made of heavy galvanized iron. Snug cover stays open when in use, leaving hands free to work inside bin. Construction of bins prevents air seepage. Fusible link causes cover to close in case of fire. Indispensable for shipping and receiving rooms, stockrooms, basements, etc.



Write for Further Information

**J. D. POLIS MFG. CO.**

3443-5 W. Odgen Avenue, Chicago 23, Ill.

## AAR Projects

(Continued from Page 21)

of shippers and receivers of freight, substantial progress was made during the year in car utilization."

"The combination of the gain in the number of serviceable cars, faster average movement by railroads, and heavier loading and decreased detention by shippers and receivers made it possible to handle in the fall of 1951 a traffic only slightly less than in 1950 with car shortages only about one-half as severe," the report said.

## Tonnage Moved On Tracks Is Proportionately Greatest

Railroads in the United States, according to the AAR head, move more tons of freight more miles between cities than all other forms of commercial transportation combined. Counting both tonnage and distance it was moved, the railroad last year produced five times as much intercity freight transportation service as all the motor trucks — contract and private carriers as well as common carriers. It might be true that other forms of commercial transportation haul more tonnage than railroads if the comparison is confined to tons and leaves out the equally essential factor of distance, thus regarding the movement of a ton a few city blocks the same as moving a ton a thousand or more miles.



**Here's the Place  
To Look  
For All Your Shipping  
and Traffic Problems!**

**BETTER SHIPPING MANUAL**

**1952 --- 13th Edition**

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Here is the liveliest, most helpful book that a shipping or traffic manager can use. It contains 124 file size pages packed with practical data that will improve the efficiency of every shipping department and add safety to every package. The use of **BETTER SHIPPING MANUAL** will speed up the handling of all units and make delivery surer and quicker.

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NEW YORK 16, N. Y.

## News Review

(Continued from Page 22)

announced from the company's New York Executive offices by C. S. Sheldon, vice-president in charge of manufacturing.

Mr. Wilks, a veteran of thirty-four years in paper making, came to Chase as plant superintendent at Chagrin Falls shortly after World War II. In his new duties, Mr. Wilks will be in complete charge of all operations at the plant which manufactures kraft paper for multiwall bags, spinning kraft for open mesh bags—a fresh fruit and vegetable container originated by Chase—and Sharkraft, the all-crinkled multiwall bag designed to reduce breakage through its ability to stretch slightly when the filled container is dropped or exposed to rough handling.

Succeeding as superintendent will be Harry S. Pedley, the paper mill's assistant superintendent under Mr. Wilks.

### "FORTY-YEAR" MAN RETIRES AT STEIN, HALL & CO.

Walter R. Shepperd, who is retiring after forty years of service with Stein, Hall & Company, Inc., New York, was tendered a farewell luncheon recently by many of his fellow workers.

Mr. Morris S. Rosenthal, President of the Company, made an address thanking Mr. Shepperd for the loyal and long service he had given to the Company and presented to him, as a token of esteem, a remembrance gift of a sterling silver cigarette box.

Mr. Rosenthal commented that not only Mr. Shepperd's friends at Stein-Hall but also the many business associates with whom he has dealt for so many years, wish him well in his retirement. Mr. Shepperd started with the Company in 1912 and was a salesman in the Company's Eastern Territory. Mr. and Mrs. Shepperd plan to move away from New York City to a new home somewhere in the South.

## New Products

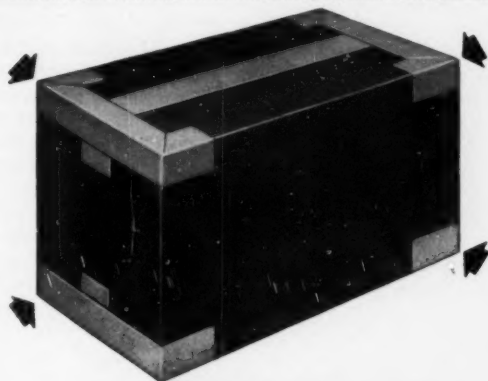
(Continued from Page 18)

Labelon "Write on it" pressure sensitive plastic marking tape.

Designed for streamlined, modern appearance in a rich warm yellow plastic, the new dispenser looks well in the home or even on an executive's desk, and is so distinctive that it cannot be confused with other dispensers.

The scientifically shaped serrated plastic cutting edge works beautifully, making a clean, effective cut. Every consideration has been given to strength, ease in handling, and all-around practicability, yet production cost in the volume now possible is so low that no increase in either the wholesale or retail price of the tape is necessary.

The new dispenser is designed to hold not only regular Labelon widths from 5/16" thru 3/4", but Scotch Tape as well.



**Gummed tape  
the only closure that  
PROTECTS CARTON CORNERS**



During shipment, the exposed corners of your carton usually take the most punishment. Your carton literally "leads with its chin." When you seal with gummed tape, however, you bond a reinforcing thickness of heavy kraft over all eight corners. This tough, rubber-resistant armor helps absorb the shocks of shipping. It never interferes with the natural resiliency of the corrugated board. Every seam is tightly sealed against dirt. Gummed tape gives protection where you need it most.



### YOUR BETTER BUY AMONG STANDARD TAPES

When your needs are for a standard grade sealing tape—specify Orange Core. It is the product of a completely integrated mill where every step of its manufacture is controlled by Hudson. There are no irksome variations in performance. That's why Orange Core is the world's largest selling gummed tape.

**HUDSON PULP & PAPER CORP.**, Dept. 312, 505 Park Ave., New York 22



## Transportation Picture

(Continued from Page 7)

approximately 63 million dollars, and this does not include the lost time incurred due to cleaning. I know some will argue that the railroads should, at all times, furnish clean cars, but we know from practical experience this is not always possible. Here is one job that must be solved by cooperation between the shipper and the carrier. I believe that great care should be given to the packaging of freight in order to eliminate damage. I am also in favor of strict rules regarding demurrage as I feel that the unnecessary detention of cars on industry tracks contributes not only to your costs but to ours as well. I believe it is the duty of industry to endeavor to load freight cars to capacity, not only for the good of our rail transportation system, but from a selfish standpoint, if you will. If we do not utilize our present equipment to its fullest capacity it is not unlikely that we will be confronted with a capacity loading rule similar to the one we had during World War II.

I believe we should be fair in our requests for rate adjustments and not play the rails against the trucks. I think the value of service should be based on the kind of service performed and on the necessity for the service.

### The Shippers Do Contribute

And, gentlemen, in addition to the above it is apparent that the shippers can and are making a remark-

able contribution to the welfare of our transportation systems through the medium of our various organizations which are striving for a better understanding between the buyers and sellers of transportation. The advisory boards, the Los Angeles Transportation Club, the Los Angeles Traffic Managers Conference, the Women's Traffic Club of Los Angeles and hundreds of other similar organizations throughout our country are all banded together with a common purpose. The National Industrial Traffic League, representing the shippers of our country, is, most assuredly, endeavoring to approach the many problems confronting us in a fair and equitable manner.

And last but not least shippers, themselves, are endeavoring to improve their knowledge of traffic and transportation and also improve the generation to come through the medium of the American society of traffic and transportation whose main purpose is to improve the knowledge and the type of man who will administer industrial traffic management in the future.

This indicates a willingness on the part of the shippers to improve the situation and, surely, it must be apparent to you that industrial traffic management is interested in transportation not only for the present but for the future.

In summing up, I want to leave with you the thought that industrial traffic management is willing to accept its part of the responsibility in solving our own transportation problem, rather than leaving it to the federal

# NO RED TAPE !



**GUMMED TAPES  
PERFORM PROMPTLY,  
EFFICIENTLY  
... AT ALL TIMES.**



**ATLANTIC GUMMED PAPER CORP.**

MANUFACTURERS OF "On-to-Sta" GUMMED PAPER

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BRANCH OFFICES: PHILADELPHIA • PITTSBURGH • CHICAGO • BUFFALO • BOSTON • HAVANA

government. We recognize we must obtain and support leadership that will keep our transportation system solvent and in good operating order. We must avoid selfish interests and internal strife in the transportation industry that would ultimately lead to its destruction. We must recognize the necessity for the different types of transportation and avoid unnecessary bickering and strive for the kind of cooperation that will promote self preservation of our transportation systems for the good of our country, as a whole, remembering that it is much easier to compete than to cooperate and it is much easier to fight than to build.

## Airfreighters Carry Heavy Goods

(Continued from Page 9)

in our files showing substantial savings for shippers who have seen fit to investigate the possibilities of airfreight.

A significant factor in the development of this type of business has been the introduction of giant new DC-6A Airfreighters, the largest and fastest commercial freight planes in operation. These new sky giants, with their level cargo floors, huge cargo doors and 20" grid pattern tie-down rings, can accommodate shipments which previously were too large to fit into the smaller C-46 type freighters.

For example, the DC-6A's will accommodate a shipment up to 30,000 pounds, 51 feet long, 5 feet high by  $\frac{1}{2}$  foot wide as one extreme, or a shipment 9 feet long, 5 feet high and 8 feet wide. No other commercial plane can come close to handling such dimensions, and we have noted a substantial increase in heavy and bulky shipments since the introduction of our DC-6A's last May.

Not too long ago, we carried the largest single commercial airfreight shipment ever handled. A 34', 23,000 lb. steel shaft was flown from the Midvale Steel Company in Philadelphia to the Vernon Plant of Alcoa in California in a little more than 9 hours, and more important the customer chose airfreight as the method of shipment because it was cheaper than other methods. Similar shipments, somewhat smaller, are routine these days. With the increase in frequency of these types of shipments it has become necessary for us to train our ground handling crews in the techniques familiar to riggers and movers of heavy equipment.

It may be of interest that a wholly unanticipated benefit has become apparent with the increase in uncrated shipments.

We are enjoying reduced claims from damaged shipments, and the reason is very simple. When a freight handler can see at a glance that the particular shipment is a fragile or delicate piece of machinery, he handles it with greater care while loading the plane, and takes more care in positioning it in the cabin where it will be less likely to be damaged by other shipments. This is quite understandable when you

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advertised  
in . . .

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Room 1159 • 327 South LaSalle Street • Chicago 4, Illinois

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FIRM _____	
STREET AND NUMBER _____	
CITY _____	ZONE _____ STATE _____



**Seal-Strap** is actually a layer of fibre glass filaments sandwiched between two layers of Kraft paper. This combination gives you a tape that compares to steel strapping.

**SAVES TIME**—Seal-Strap is handled exactly like regular gummed tape . . . once it touches the package it's on for good. It seals as it straps!

**SAVES MATERIAL**—Just apply Seal-Strap at points to be strapped and you have as much protection as with old fashioned strapping.

**SAVES MONEY**—The most remarkable feature of Seal-Strap is its economy in use. Saves Material . . . Saves Time . . . Saves Labor.

**SAFE TO USE**—Seal-Strap won't harm packages or cut fingers.

**CAN BE IMPRINTED**—Printed identification affords added protection and prestige.

It's  
New!  
It's  
Amazing!  
**WOLCO**  
**SEAL-STRAP**  
THAT'S "AS  
STRONG AS STEEL"

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JAN-P-131, Amend. 3  
MIL-B-131A  
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Dip Coating  
JAN-P-115 (AXS-1015)  
Silica Gel  
JAN-D-169 MIL-D-3464  
AN-D-6C  
Humidity Indicators  
AN-7511-1  
AN-7513-2

Pressure Sensitive Tape  
Cloth and Acetate Fibre  
JAN-P-127  
Adhesive, Water Resistant  
JAN-P-140  
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Compound, Protective, Strippable  
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Tanks, Cold and Hot Dip, for Wax,  
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Heat Sealers, Foot Lever and  
Automatic Self-feeding.

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consider the freight handlers job of loading 30,000 pounds of a variety of goods on a tight schedule which permits little time for delays. When he handles a shipment that is obviously fragile, compared to another shipment whose heavily crated sides hide the nature of the contents he exercises even greater care — resulting in improved service to our customers and reduced damage claims to us.

I should like to make clear in this article that we do not recommend that all shippers suddenly discontinue crating their shipments. For a majority of shippers presently using airfreight, we do recommend that consideration be given to their present crating practices with a view toward reducing their overall weight and thereby save on tare weights charges; and for shippers not now using airfreight, we recommend that they analyze their shipments carefully to determine whether they might not be able to realize the speed and economy of airfreight by eliminating or reducing their crating.

There is no doubt in our minds that a substantial part of airfreight's future volume lies in the heavy industry field. We are certain that a large percentage of these types of shippers currently using surface methods, will become educated to the savings of airfreight in the near future — where they can reduce the tare — they'll Ship by Air.

## GM's Packing Program

(Continued from Page 11)

& Coach went in heavily for fiber cans, the latter using 7-ply for military packaging.

Perhaps GMC Truck's most spectacular display was a six-foot wide, curved one-piece coach windshield, packaged in a specially designed ribbed corrugated board container. No breakage has occurred since the package was adopted in 1950; previously, breakage was 33%.

Hydraulic valve lifters must retain oil during shipping and storage, and Diesel Equipment Division sealed in the lubricant by hot plastic dip.

### Strongest Packing Job

One of the strongest packaging jobs was a T-41 tank range finder, produced by Ternstedt, on 3 by 5-inch skids, with 2 by 6-inch framing, bound by 3/4-inch bolts 18 inches long.

Packard Electric, Delco-Remy and Delco Products showed remarkable savings through the use of corrugated board trays on non-returnable wood pallets for shipping motors, starters, generators and tank shock absorbers.

Borrowing an idea from the egg industry, AC Spark Plug ship spark plugs and dash knobs nested in papier mache.

Cadillac presented an inexpensive and positive identification of rough items, such as stampings, castings and forgings, by means of adhesive tape with parts numbers printed thereon.

Frigidaire, largest package consuming division in GM, depended mainly on cleated plywood to protect its refrigerators, and on corrugated board for other products. It utilized heavily by using a tape with 880 pounds tensile strength per inch of width.

Buick showed its largest and smallest service packages; a complete Roadmaster engine crate and a small carton. A display board graphically showed the wide range of materials used in the parts packaging operation. More than 40 types of material were displayed on the board.

The Detroit Diesel Engine Division presented a moving conveyor line which carried, both cutaway and in entirety, packages containing service parts such as cylinder liners, valves, wrist pins, etc. Behind the line was a montage of the plant and manufacturing operations.

### "Listen, Mr. Traffic Manager"

(Continued from Page 15)

can obtain shipments at will rather than having to stock large supplies which they may not use.

#### Location of Warehouse is the Second Problem.

Transportation, naturally, is the most important factor in such a choice. Secondly, however, considerable thought should be given to such things as taxes, local labor costs, availability of property and so forth. A study of this should be made before any spaces are taken. Tonnage to each point under consideration should be considered. The amount of material to be carried in each branch warehouse is another important factor. Low inventories naturally mean low costs. However, in carrying low inventories there is a certain amount of risk involved in that a sudden and unexpected depletion may mean higher transportation cost for supplementary shipments. Here again is an individual problem.

Another factor which is extremely important in warehousing is the method of transportation used in forwarding material from the central or manufacturing plant of the branch offices. There is no doubt but what full car load shipments are by far the most economical. However, if there is more than one warehouse it would be well to look into the stop-over privileges which may be had on carload shipments. In this way a full car can be loaded and merchandise delivered to the various branches at a fairly reasonable rate. These privileges vary on different railroads and, although a small charge is made for every stop, it still does not reach the figure of shipping by other means. In each case the rate to the most distant point applies on the whole lot.

The same principle may be used in truck shipments. Storage and transit privileges may also be used. Railroad tariffs often provide that under certain conditions freight may be unloaded and stored in transit. There is no extra charge for this privilege but a through freight rate still applies.

If the dealer cannot fill a full car and is forced to

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POCKET  
SIZE 6 1/4 in.

—typical of comments received from all parts of the country. You, too, will find the Flo-master ideal for bold or fine marking of boxes, crates, bags, cartons. Interchangeable felt tips make lines varying in thickness from 1/8 in. to 1 in. Spring valve permits finger tip control of ink flow. Lightweight but sturdy aluminum construction. "Pocket Size" for general use—"King Size" for heavy-duty markings. Used with Flo-master Inks—instant-drying, waterproof, non-smudging.

Ask your supplier or write to Cushman & Denison Mfg. Co., Dept. Y-3, 153 W. 23rd St., New York, N.Y.



Cap of "King Size" may be screwed to bench to serve as stand.

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use a freight consolidator. By this method many concerns consolidate their shipments into one carload from a common shipping point to a common destination.

The freight consolidator would receive a car on his railroad siding and reship small lots on separate bills of lading. There is a small charge for this service but it is still less than normal or regular truck and rail rates. In most respects this type of transaction is very similar to freight forwarders except in those instances the shippers themselves are carrying on the activity.

Throughout all of this it should be remembered that distribution from the branch warehouse is as important as is the transportation to that warehouse for it is in this stage of the operation that the individual dealer will feel the pinch directly.

★

The Interstate Commerce Commission recently granted rate increases to the nations railroads, 6 percent to eastern carriers, 9 percent to the west and south; all in all a total for the year of 15%. During the past year other carriers have been granted similar increase although not in the same proportion. The economy of these increases does not seem at all sound, both for the consumer who might reflect an inflationary trend because of increased costs, and also to the carriers some of whom seem to be pricing themselves out of their own market.

It seems that no sooner does a carrier's rates become competitive with those of other means than an increase is asked which forces freight to other carriers.

There has always been competition between Railway Express and Parcel Post. The rate differential in many instances was small. However, when the Parcel Post rates were raised Railway also went after an increase. If Railway could have maintained a lower rate structure a tremendous amount of present Parcel Post business would now be in their hands.

Look what has happened to the railroads. In the past 25 years the country's industrial production has doubled. However, over this period of time the revenue tons of freight miles carried by the railroads has not increased at all. The trucks, of course, are largely responsible for this but only because they were progressive.

## New Specs. For Wirebounds

(Continued from Page 12)

changes. It is incumbent, however, for contractors to know precisely all the specifications they are bidding on and that govern in each case. Therefore, even though something is made or packed in good faith in



accordance with an out-moded specification mentioned or stipulated in an invitation to bid or in a government contract itself, a government inspector somewhere along the line may reject the whole lot for its failure to be fully in accordance with governing specifications."

Manufacturers of wirebound shipping containers, Beale said, are individually also striving to correct misunderstandings on the part of government contractors concerning specifications governing shipping containers, including those for wirebound boxes for overseas shipment.

## R. J. Morfa of Katy Discusses RR's Role in Community

The railroads' part in the community was discussed by R. J. Morfa, Chairman of the Board of the Missouri-Kansas-Texas Railroad, before a luncheon meeting of the Dallas Rotary Club.

"The real greatness of any industry lies substantially in the good it accomplishes," Mr. Morfa told the Rotarians, who observed "railroad day" by inviting top officials of Dallas railroads for the luncheon meeting.


Mr. Morfa went on to point out the various ways in which a railroad tries to be a "good neighbor." Particularly, he stressed the fact that the railroads are the "only agency of transportation serving the community which maintains special departments working constantly to bring new industries into the communities they serve."

Other ways that the railroads participate in community life, as pointed out by Mr. Morfa, were: (1) through their many employees that live in the various communities and take an active part in civic projects, (2) through the taxes they pay, (3) by employing trained experts — such as agricultural and industrial engineers — to work closely with local communities and civic organizations in their industrial and agricultural problems, (4) through addition of the latest and most modern rail equipment to provide more efficient and dependable service.

## 681 New Locomotives Almost All Diesels Installed In '52

Class I railroads in the first three months of 1952 installed in service 691 new locomotives, of which all were diesels with the exception of three steam and one electric, the Association of American Railroads announced today. Of the total number put in service in the first quarter, railroads installed 204 locomotives in March, all of which were diesel except one steam. In March last year, 211 were installed, only one of which was steam and the rest were diesel. Class I railroads put in service 619 new locomotives in the first three months of 1951, all being diesels except for two steam.

New locomotives on order on April 1, 1952, totaled 1,457. Sixteen of these are steam, and the remaining 1,441 are diesel. Class I railroads had 1,883 new



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## Package Engineer Reporter

(Continued from Page 16)

during the Exposition, can be secured from the University of Southern California.

The Western Packaging & Materials Handling Exposition, the first to be held in Southern California, together with the Packaging Institute, will be the most ambitious enterprise for the industry that has ever been undertaken in the west, and promises a record breaking attendance from the 11 Western States.

## N. J. Chapter, AMHS, Holds 2nd MH Forum at Stevens Institute

"Communications: A New Tool In Material Handling" and "The Economics of Material Handling From Management's Viewpoint" were among the subjects discussed at the second annual material handling forum held by The New Jersey Chapter of the American Material Handling Society in May. The afternoon and evening program took place at Stevens Institute of Technology, Hoboken, N. J.

The forum is held, according to the Chapter "because of the realization of the need for an exchange of ideas, problems and solutions between men in industry." Foremen, superintendents, engineers and top management representatives combined to discuss latest developments in materials handling techniques.

Other features of the forum included a Special Problems Clinic and "The Application of Wage Incentives to Material Handling Operations"

While at Stevens Institute members were enabled to examine the historical papers and personal belongings of the Stevens family, as well as a number of patents, inventions and personal belongings of Frederick W. Taylor, known as the "Father of Time Study". The collection at the Institute also includes what is considered the most complete and valuable material by Leonardo Da Vinci now held in the United States.

## Mixed Truckloads Yield Savings

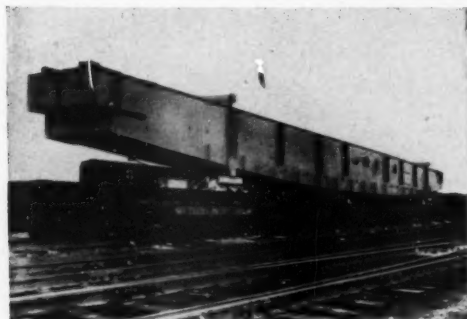
Substantial savings in transportation costs have been reported by a growing number of Mid-West exporters through use of some form of mixed export truckload arrangement instead of the usual l.c.l. shipment. The exporters have found that the system yields definite savings without entailing any sacrifice of the handling and delivery conveniences offered by l.c.l. routing.

Under the mixed truckload plan, said to be a new trend in shipping from the Mid-West, the manufacturer sends his miscellaneous products in one load instead of breaking them up for various l.c.l. shipments. This saves him the difference between the full-car rate and the l.c.l. rate, which can amount to a substantial figure on many commodities.

An increasing number of export shipments that formerly moved to New York at less than trailload

## Big Fish Belly Crane One Whale of Shipping Job

Harnischfeger Corporation officials gave the railroads a stumper. Could the girders for a whopping 130-foot P&H Overhead Crane be shipped to a Pennsylvania steel mill intact? Time and cost savings would be considerable. Railroad people agreed, and scratched their heads to figure a way to transport the ungainly package.



The 130 foot, 10 ton crane being moved on railroad flat cars

They then charted every curve on the right of way—particularly on bridges and underpasses—between Milwaukee and its destination in Pennsylvania. They found the load would clear. Picture shows the giant 10-ton crane waiting at P&H's Milwaukee plant to begin its carefully charted journey. Note how the middle car serves as a spacer only.

Oddly enough, the tightest squeeze was getting out of the P&H plant where clearance was only 2' on one side, 9' on the other. Cab, trolley, and other assemblies of the crane went along on two other flat cars. Thanks to meticulous planning on the part of the railroads, the customer not only got its new crane in one piece, but saved all along the line up to the final installation.

## N. Y. Maritime Packaging Committee Program

John F. Gegan, president of the Maritime Association of the Port of New York, recently sent a letter to the steamship lines urging that each company designate an executive representative, for liaison purposes with the Packaging Committee of the Association. R. Bruce Miller, of the Insurance Company of North America, is chairman of that committee.

The Packaging Committee was the body which started a survey in May, 1949, completed in August of that year, of American export cargo laden in the Port of New York, destined for ports in all parts of the world, and which included inspection of cargo in New York before outloading, and off-loading inspections in many foreign ports.

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rates are now being shipped at regular rates under the mixed truckload plan started about six months ago by Theodore Ficke, a New York trucker. Many Mid-West shippers have reported substantial savings on small shipments of hard goods through use of the plan.

Mr. Ficke has stated that, as far as he knows, his firm is the only one now offering the service from the Mid-West to New York. But in the few months since its inception, he said, so many shippers have begun using mixed truckloads that other over-the-road carriers will probably adopt similar arrangements within the next few months.

Mr. Ficke said that under the plan practically all shipping details are handled by his firm. Where the freight has been sold F.O.B. to the steamer his company effects delivery to the pier free of charge. If charges are not prepaid to the steamer, a cartage rate is assessed from the truck terminal to the export pier. When local delivery is handled by another carrier, a service charge is assessed.

Mr. Ficke is of the opinion that mixed truckload shipping may become important enough to restore lost traffic to the port of New York. While truckers probably could not get volume together consistently for shipment to the other North Atlantic ports, he said, they will have little trouble finding the necessary tonnage to set up regular mixed truckload schedules to New York.

*Export Trade and Shipper*

## Efficient Freight Car Use Sought by I. C. C. Order

Efficient handling of the record tonnages of freight now calling for railroad transportation makes it essential that maximum use be made of all types of freight cars on the Central and other railroads.

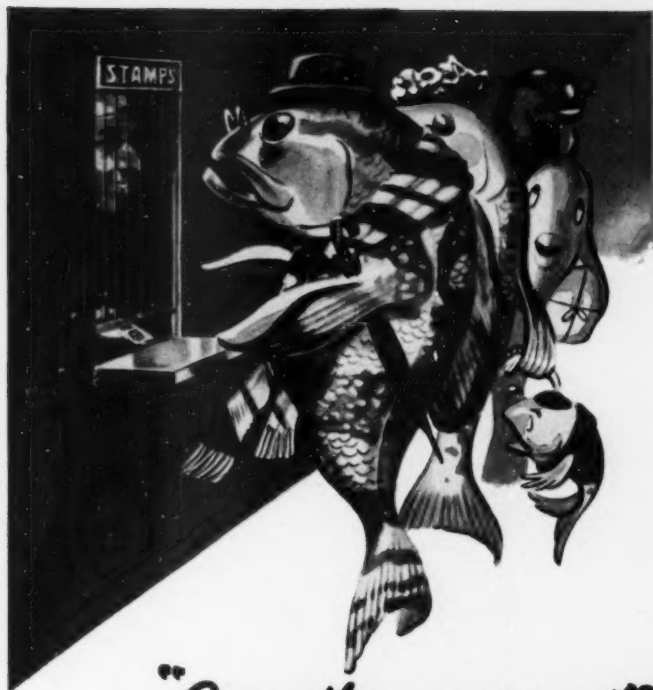
To promote maximum car use, the Interstate Commerce Commission, in its Service Order No. 866, has laid down instructions which all railroads must follow. Failure to comply with the Commission's directive is punishable by severe fines.

The Federal courts have upheld the right of the I.C.C. to impose such penalties. Only a few weeks ago a mid-western railroad was ordered by a United States District Court to pay a total of \$2,700 in fines as a result of Commission charges of failure to comply with Service Order 866.

The Central depends on each of its employees for assurance that NYC will not become liable for such penalties.

The Commission's order specifically prescribes 24 hours as the maximum time to be allowed for the placement of loaded cars. Arrival and placement notices must be given immediately. The same time is permitted for removal of unloaded cars, unless they are ordered for re-loading within the 24 hours by the shipper receiving the inbound car's load.

*New York Central Headlight*



## "Once there was a poor fish"

He took time out every few days to go to the postoffice to buy stamps. He kept them locked up in a stamp box, and worried at night for fear somebody would swipe his postage. He had to separate the stamp sheets, get together enough stamps for the right postage for each parcel, wet them, stick them—and make sure they stuck... But he stopped being a poor fish when he found out about a postage meter!

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